

Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

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R 200836Z MAR 74

FM AMCONSUL NAHA

TO USDOC WASH DC

INFO SECSTATE WASH DC 1329

AMEMBASSY TOKYO

UNCLAS NAHA 110

E.O. 11652 N/A

TAGS: BEXP JA BFOL

SUBJECT: PTO: HOVERCRAFT, 5-PASS. AND 2-PASS.

1. 588/03/P028

2. 032074

3. H. COCHRAN

4. 588 JAPAN

5. YID --REAL ESTATE, MARINE LEISURE PRODUCTS.

6. A. REPLY TO--

6. B. MR. KAZUO KISHIMOTO, PRESIDENT

6. C. KISHIMOTO SHOJI CO.

9, 3 BANCHI, 2-CHOME, ISUMIZAKI

NAHA, OKINAWA, JAPAN

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7. CABLE:-- TEL: 0988-55-1313

8. CO. REF. BANK OF RYUKYUS, NAHA, OKINAWA, JAPAN

9. 104-11 9A. DIRECT SALE AND REPRESENTATION.

10. DESCRIPTION.

3732717-0000. HOVERCRAFT, 2-PASSENGER AND 5-PASSENGER.

AIR-CUSHIONED VEHICLES CAPABLE OF GOING OVER CORAL AND ON TIDAL

FLATS. NEEDS A FEW DEMONSTRATORS AS SOON AS POSSIBLE. EXPECTS

TO SELL 50 5-PASSENGER MODELS AND 100 2-PASSENGER MODELS. FOR

RESALE TO MARINAS, BEACHSIDE HOTELS, INDIVIDUALS. NEEDS CATA-

LOGUES AND QUOTATIONS FOB OR CIF NAHA. UNABLE ESTIMATE ANNUAL

SALES POTENTIAL. MARKETING TERRITORY IS OKINAWA (POP. ONE

MILLION PLUS ABOUT ONE MILLION MAINLAND JAPANESE TOURISTS PER

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YEAR). SERVICE CAPABILITY: NONE AT PRESENT, WANTS TO SET UP

PARTS SUPPLY SYSTEM, MECHANICS TRAINING. NO OTHER U.S. COMPANIES REPRESENTED. KISHIMOTO IS ALSO PRESIDENT OF KISHIMOTO REAL ESTATE CO. (ANNUAL SALES ABOUT \$1.4 MILLION), EMPLOYS 40, EXPANDING INTO MARINE LEISURE INDUSTRY. IS OKINAWA AGENT FOR TOKYO-BASED NIHON ECONOMIST CENTER, WHICH HAS AN EXCELLENT REPUTATION FOR ITS MARKET RESEARCH ON LEISURE INDUSTRY DEVELOP-

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MENT (GOLF COURSES, MARINAS, ETC.) IN COMBINATION WITH COMMUNITY DEVELOPMENT IN OUTLYING AREAS OF JAPAN SUCH AS KYUSHU, HOKKAIDO, AND WHICH HAS DONE DEFINITIVE STUDY ON OKINAWA MARKET DEVELOPMENT AND RELATED DATA. KISHIMOTO HAS GOOD CONTACTS WITH ONE OF OKINAWA'S MAJOR CONSTRUCTION FIRMS AND IS NOW IN PRELIMINARY NEGOTIATIONS FOR CONSTRUCTION OF MARINAS WITH SPACES FOR ABOUT 1,000 BOATS.

SYLVESTER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974NAHA00110
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740058-0775
From: NAHA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740329/aaaabbcy.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 16 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <16 JUL 2002 by elbezefj>; APPROVED <10 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PTO: HOVERCRAFT, 5-PASS. AND 2-PASS.
TAGS: BEXP, BFOL, JA
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005